

ORDER RECEIVED FOR FILING

DATE March 24, 1986

BY [Signature]

RE: PETITION FOR SPECIAL HEARING
No Particular Location
Special Hearing - Wholesale
Nursery & Related Products
Distribution Center Use in
a M.L. Zone
CULBRO CORPORATION, Petitioner : Case No. 86-364-SPH

ENTRY OF APPEARANCE

Please enter the appearance of the People's Counsel in the above-captioned matter. Notices should be sent of any hearing dates or other proceedings in this matter and of the passage of any preliminary or final Order.

Phyllis Cole Friedman
Phyllis Cole Friedman
People's Counsel for Baltimore County

Peter Max Zimmerman
Peter Max Zimmerman
Deputy People's Counsel
Room 223, Court House
Towson, Maryland 21204
494-2188

I HEREBY CERTIFY that on this 3rd day of March, 1986, a copy of the foregoing Entry of Appearance was mailed to John B. Howard, Esquire, 210 Allegheny Ave., Towson, MD 21204, Attorney for Petitioner.

Peter Max Zimmerman
Peter Max Zimmerman

PETITION FOR SPECIAL HEARING
TO THE ZONING COMMISSIONER OF BALTIMORE COUNTY:

The undersigned, legal owner(s) of the property situate in Baltimore County and which is described in the description and plat attached hereto and made a part hereof, hereby petition for a Special Hearing under Section 506.7 of the Baltimore County Zoning Regulations, to determine whether or not the Zoning Commissioner and/or Deputy Zoning Commissioner should approve the use by Imperial Nurseries, a division of Culbro Corporation, of their wholesale nursery/produce distribution center as a matter of right in a M.L. zone.

Property is to be posted and advertised as prescribed by Zoning Regulations.

I, or we, agree to pay expenses of the above Special Hearing advertising, posting, etc., upon filing of this Petition, and further agree to and are to be bound by the zoning regulations and regulations of Baltimore County adopted pursuant to the Zoning Law for Baltimore County.

Not Applicable I/We do solemnly declare and affirm, under the penalties of perjury, that we are the legal owner(s) of the property which is the subject of this Petition.

Contract Purchaser: Culbro Corporation
(Type or Print Name)

Signature _____

Address _____

City and State _____

Attorney for Petitioner: John B. Howard
(Type or Print Name)

Signature _____

Address 210 Allegheny Avenue

Towson, Maryland 21204

City and State _____

Attorney's Telephone No.: 822-9111

ORDERED By The Zoning Commissioner of Baltimore County, this 19th day

of February, 1986, that the subject matter of this petition be advertised, as

required by the Zoning Law of Baltimore County, in two newspapers of general circulation through

Baltimore County, that property be posted, and that the public hearing be held before the Zoning

Commissioner of Baltimore County in Room 106, County Office Building in Towson, Baltimore

on the 24th day of March, 1986, at 11:15 o'clock

A.M.

Carl [Signature]
Zoning Commissioner of Baltimore County.

(over)

IN RE: PETITION SPECIAL HEARING * BEFORE THE
Culbro Corporation, * ZONING COMMISSIONER
Petitioner * OF BALTIMORE COUNTY
* Case No. 86-364-SPH

FINDINGS OF FACT AND CONCLUSIONS OF LAW

The Petitioner herein requests an interpretation of the Baltimore County Zoning Regulations (BCZR) to permit its operation in an M.L. Zone.

The Petitioner was represented by Counsel.

Testimony and evidence proffered indicated that the proposed use is a horticultural wholesale distribution center consisting of a 6,000 square foot warehouse building from which hard tools of the landscaping business would be sold and a greenhouse and storage beds from which plants would be stored and sold. Sales would be only to professional wholesalers or retailers who in turn sell to the public. In fact, there would be heavy truck traffic, over 100 tractor-trailer deliveries per day, and little, if any, automobile traffic. Those to whom the Petitioner would sell would arrive in trucks to pick up their purchases. Only those landscapers, contractors, or government agencies qualified by the Petitioner to participate could make purchases. There would be no sales to the general public and no retail sales, incidental or otherwise, would occur.

In order to accommodate this use, it must be located near a four-lane highway. Indeed, other jurisdictions, such as Prince Georges County, require the use to be located within industrial zones.

The Petitioner suggests that Section 253.1.A.21, 253.1.B.3, or 253.1.B.15 permit this use as of right. This Commissioner agrees.

The definition of "warehouse" in the BCZR clearly describes the proposed use here, i.e., use of a building to be used primarily for the storage of goods to be sold from other premises. The use as described here satisfies this definition.

Pursuant to the advertisement, posting of the property, and public hearing on this Petition held, and for the reasons given above, the requested relief should be granted.

Therefore, IT IS ORDERED by the Zoning Commissioner of Baltimore County, this 26th day of March, 1986, that a horticultural wholesale distribution center is permitted as of right in an M.L. Zone and, as such, the Petition for Special Hearing be and is hereby GRANTED from and after the date of this Order.

AJ/srl

cc: John B. Howard, Esquire

People's Counsel

[Signature]
Zoning Commissioner of Baltimore County

LOCATION: No Particular Location

DATE AND TIME: Monday, March 24, 1986, at 11:15 a.m.

PUBLIC HEARING: Room 106, County Office Building, 111 W. Chesapeake Avenue, Towson, Maryland

The Zoning Commissioner of Baltimore County, by authority of the Zoning Act and Regulations of Baltimore County, will hold a public hearing:

Petition for Special Hearing to interpret whether a wholesale nursery and related products distribution center is permitted as a matter of right in a M.L. Zone

The Petition being filed by the Culbro Corporation.

In the event that this Petition(s) is granted, a building permit may be issued within the thirty (30) day appeal period. The Zoning Commissioner will, however, entertain any request for a stay of the issuance of said permit during this period for good cause shown. Such request must be received in writing by the date of the hearing set above or made at the hearing.

BY ORDER OF
ARNOLD JADON
ZONING COMMISSIONER
OF BALTIMORE COUNTY

BALTIMORE COUNTY
OFFICE OF PLANNING & ZONING
TOWSON, MARYLAND 21204
494-3030

ARNOLD JADON
ZONING COMMISSIONER

March 12, 1986

John B. Howard, Esquire
210 Allegheny Avenue
Towson, Maryland 21204

RE: PETITION FOR SPECIAL HEARING
Zoning Interpretation only,
No Particular Location
Culbro Corporation - Petitioner
Case No. 86-364-SPH

Dear Mr. Howard:

This is to advise you that \$22.00 is due for advertising and posting of the above property. This fee must be paid before an Order is issued.

THIS FEE MUST BE PAID AND THE ZONING SIGN AND POST RETURNED ON THE DAY OF THE HEARING OR THE ORDER SHALL NOT BE ISSUED.

Do not remove sign from property from the time it is placed by this office until the day of the hearing.

BALTIMORE COUNTY, MARYLAND
OFFICE OF FINANCE - REVENUE DIVISION
MISCELLANEOUS CASH RECEIPT

No. 018544

ore County, Maryland, and remit
ilding, Towson, Maryland

DATE 3/12/86 ACCOUNT 207-015-000

NO SIGN & POST RETURNED IN THIS CASE AMOUNT \$ 22.00

RECEIVED FROM CASH, Howard, Dollars 1.00

FOR Payment on Case No. 86-364-SPH

VALIDATION OR SIGNATURE OF CASHIER

John B. Howard, Esquire
210 Allegheny Avenue
Towson, Maryland 21204

February 21, 1986

NOTICE OF HEARING

RE: PETITION FOR SPECIAL HEARING
Zoning Interpretation only,
No Particular Location
Culbro Corporation - Petitioner
Case No. 86-364-SPH

TIME: 11:15 a.m.

DATE: Monday, March 24, 1986

PLACE: Room 106, County Office Building, 111 West Chesapeake Avenue, Towson, Maryland

[Signature]
Zoning Commissioner
of Baltimore County

AJ/mcd

BALTIMORE COUNTY, MARYLAND
OFFICE OF FINANCE - REVENUE DIVISION
MISCELLANEOUS CASH RECEIPT

No. 016146

DATE 3/17/86 ACCOUNT P-01-615-000

AMOUNT \$ 100.00

RECEIVED FROM Cash, Howard, Dollars 100.00

FOR filing fee for Case No. 86-364-SPH

VALIDATION OR SIGNATURE OF CASHIER

Imperial Nurseries

WHOLESALE HORTICULTURAL DISTRIBUTION CENTER

Imperial serves you best with what you need most.

Wholesale Only
Imperial Nurseries
Wholesale Horticultural Distribution Centers sell only to the trade. All landscapers, retailers and trade professionals are welcome.

One Stop Service
We carry the most complete selection of nursery stock, both B&B and Container, anywhere in the area! Plus landscape and professional tools and supplies including mulch, chemicals, fertilizers, seeds, railroad ties, and more...

Just for You
We talk wholesale. Our experienced nursery people understand the needs of the trade and are trained to help you. And, even though you need to wait when you need it - spring, summer and fall!

8309 Quarry Rd., Manassas, Virginia 22110

703-631-8133

Other centers at:
Aston, PA 19011 Windsor, CT 06095
215-688-0220 203-688-0598

LAW OFFICES
COOK, HOWARD, DOWNES & TRACY
210 ALLEGHENY AVENUE
P.O. BOX 5517
TOWSON, MARYLAND 21204

February 19, 1986

HAND-DELIVERED

James E. Dyer, Zoning Supervisor
County Office Building
111 W. Chesapeake Avenue
Towson, Maryland 21204

Re: Culbro Corporation
Petition for Special Hearing
Item No.: 233
Our File No.: 1632/16629

Dear Mr. Dyer:

In response to your request of February 11, 1986 this letter will serve as supporting documentation for the above referenced Petition for Special Hearing.

Culbro Corporation, through its subsidiary Imperial Nurseries, wishes to operate a wholesale nursery operation in Baltimore County. The activities involved in such an operation include the growing and distributing of plants, trees and shrubs. All sales are wholesale to the wholesale trade. Much of the nursery stock is containerized and originates from other nurseries. Upon arrival of the nursery stock at the wholesale nursery site, it is kept in containers, fed, sprayed, nurtured and otherwise made ready for sale to the wholesale trade. Some of the stock is maintained in temporary greenhouses or beds for a period of up to one year.

Imperial Nurseries also stores and sells to the wholesale trade certain tools, landscape timbers, mulch, fertilizers, etc., all of which are ancillary to the above mentioned nursery and greenhouse products. Imperial Nurseries has no retail sales from its wholesale nursery locations.

James E. Dyer
February 19, 1986
Page 2

The Petitioner intends to show at the hearing that the above described use would be permitted in the ML zone pursuant to permitted greenhouse uses under Section 253.1.A.21 (BCZR) and as a warehousing or wholesale distribution center pursuant to Section 253.1.B.15 (BCZR).

Petitioner, of course, intends to supplement the information contained herein through testimony at the hearing.

Should you have any further questions or wish to discuss this matter, please do not hesitate to call.

Yours truly,

John B. Howard

JBH/jhr
cc: Jerrietta R. Hollinger, Esquire

LAW OFFICES
COOK, HOWARD, DOWNES & TRACY
210 ALLEGHENY AVENUE
P.O. BOX 5517
TOWSON, MARYLAND 21204

February 19, 1986

James E. Dyer, Zoning Supervisor
County Office Building
111 W. Chesapeake Avenue
Towson, Maryland 21204

Re: Culbro Corporation
Petition for Special Hearing
Item No.: 233
Our File No.: 1632/16629

Dear Mr. Dyer:

As we discussed by telephone yesterday, please set the above referenced Petition for a hearing on March 19, 1986, if possible.

In the alternative, the dates of March 17 or March 24 would also be convenient for Mr. Howard's schedule.

Thank you for attention to this matter.

Yours truly,

Robert A. Hoffman

RAH/jhr
cc: John B. Howard, Esquire

LAW OFFICES
COOK, HOWARD, DOWNES & TRACY
210 ALLEGHENY AVENUE
P.O. BOX 5517
TOWSON, MARYLAND 21204

February 7, 1986

HAND-DELIVERED

James E. Dyer
Zoning Supervisor
County Office Building - 1st Floor
111 W. Chesapeake Avenue
Towson, Maryland 21204

Re: Culbro Corporation
Petition for Special Hearing
Item No.: 233
Our File No.: 1632/16629

Dear Jim:

As you may be aware, a Petition for Special Hearing was filed on December 9, 1985, by Culbro Corporation and asked the Zoning Commissioner to approve a use by Imperial Nurseries, a division of Culbro, of their wholesale nursery products distribution center as a matter of right in a ML zone.

Although this petition is not "site specific", Culbro has acquired certain options to purchase real property in Baltimore County. At the time those options were obtained, we advised our client that a hearing would be set in approximately two and half months. Two months have elapsed since the filing and time is becoming critical under the option agreements.

I therefore request that a hearing date be set as soon as possible. Please note that a hearing on this issue should be of short duration.

Thank you for your attention in this matter.

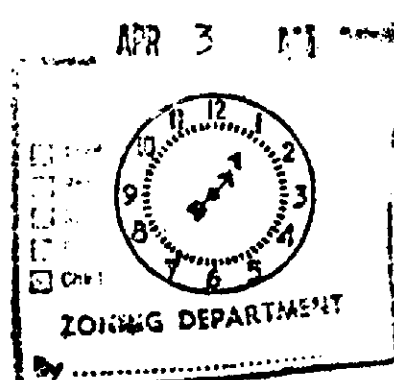
Yours truly,

John B. Howard

JBH/jhr

LAW OFFICES
COOK, HOWARD, DOWNES & TRACY
210 ALLEGHENY AVENUE
P.O. BOX 5517
TOWSON, MARYLAND 21204

April 1, 1986



Arnold E. Jablon
Zoning Commissioner
County Office Building
111 W. Chesapeake Avenue
Towson, Maryland 21204

Re: Petition for Special Hearing - Culbro Corporation
Case No.: 86-364-SPH
Our File No.: 1632/16629

Dear Mr. Jablon:

This letter will serve to confirm our discussion and clarify the findings of fact with respect to anticipated traffic for the Culbro wholesale distribution center.

Culbro projects approximately 100 tractor trailers making deliveries to the site during the period March through October of each year.

Additionally, the wholesale customers who will be utilizing the facility all arrive by truck and it is projected that there will be a yearly average of 40-50 truck visits to the site per day with as many as 100 when the facility is busiest during the springtime.

When we discussed this matter you indicated that clarification of our repetitive files by letter would be appropriate but that there would be no need for an amended order since this information would not in any manner change your findings or order.

Arnold E. Jablon
Re: Culbro Corporation
April 1, 1986
Page 2

Thank you once again for your attention to this matter.

Very truly yours,

John B. Howard

JBH/jhr
cc: Phyllis Cole Friedman

COVER STORY

WHAT IS A 'HORT' DISTRIBUTOR?

A GIANT NEW INDUSTRY IS BLOOMING WITHIN THE GREEN BIZ

By Dick Morey, Publisher

"Distribution" as defined by Webster's Third International Dictionary - Unabridged tells us that this expression is the "marketing or merchandising of commodities." Interesting! Perhaps. To most of us that is an old term long used in most businesses to describe a part of the process of getting goods to the consumer. Because over the years the process pretty much related to "hard goods" and "manufactured goods," most everyone in our "green goods" industry has avoided the tagging of this important newer phase of our nursery industry with the generic term "Hort" Distributor. Instead we have all found ourselves laboring with the decidedly awkward term "re-wholesaler." Not very definitive, not very accurate, and at the very best a clumsy expression of the function being performed by a growing number of important business in this "green goods" market place.

The Time Has Come
Certainly, the time has come for this industry to cast off the shroud of the ambiguity created by the expression "re-wholesaler" and call the function by the more appropriate term "Horticultural Distributor." If we can agree, then, to accept the term "Horticultural Distributor," it would seem a logical pursuit to review this whole area of distribution and recognize, before we conclude this discussion, that we will perhaps have taken an overview of where we are with this new, or nearly new, function within our "green goods" business and may just have a much better idea of the progress we are making in the area of national and regional horticultural distribution.

When Manny Shenn returned from a tour of duty in the Korean War and found the old family retail

volume and special pricing situations involved with large purchases. In this same category of "direct" purchasing may very well be the large retailer organizations such as Frank's or Wolfe's which will expect to buy at very special pricing which will undoubtedly preclude the presence of another element in the chain of distribution. Some of these larger retail chain, and/or mass merchandisers may eventually buy up growers and nursery/landscape supply distributors as a part of their overall investment in this "green goods" business.

The Pioneer
When Manny Shenn returned from a tour of duty in the Korean War and found the old family retail

WHAT DO YOU WANT?

55%	GREEN PLANTS
15%	FLORAL ARRANGEMENTS
12%	SEEDS & SOIL
5%	EDIBLE PLANTS
5%	FLORAL SUPPLIES
5%	EDIBLE PLANTS
2%	TOY & EDUCATIONAL
1%	FLORAL

OCTOBER 1986 NURSERY BUSINESS GROWER EDITION

COVER STORY

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garden center a bit dull after having seen the broader horizons of the 'big time' world, he picked up some ideas and encouragement from an old family business friend Harry Raben of Garden World who was pioneering the 'one stop' garden center for consumers. Many saw the possibility of doing a similar thing for the retail garden centers and small landscapers in the New York/New England market and over a period of some ten or so

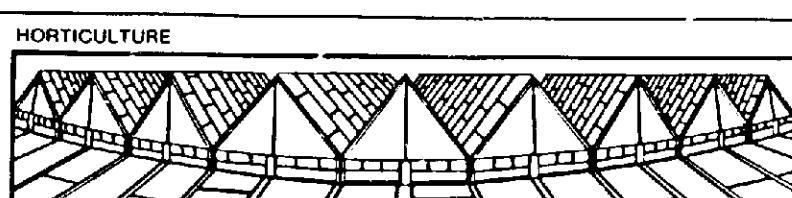
years the idea began to take shape. It wasn't too long until Shemin Nurseries, Inc.-Horticultural Distributors became the real pioneer in the garden/landscape supply business. (See the July '84 issue of NURSERY BUSINESS for a more complete story on the Shemin operation.)
In 1979 the Shemin Nurseries, Inc. business caught the eye of the giant Weyerhaeuser lumber management and a joint venture arrangement was entered into and the first 'national' chain of wholesale 'green goods' distribution cen-

ters began to take shape. The momentum already achieved by the Shemin organization, it wasn't long before Shemin branch operations began appearing in Washington, DC, Atlanta, Chicago, Miami, Detroit and in the last month or so another installation is being readied to open in the Philadelphia market. All of these operations are east of the Mississippi River and, for the time being, that seems to be the sphere of operation for the Shemin outlets.

Weyerhaeuser

Since we have touched on the subject of the Weyerhaeuser entry into the wholesale 'green goods' distribution business, perhaps we should right now discuss some recent significant moves by the northwest lumber giant in their diversification into the 'ornamental' nursery/landscape industry. Unlike one of their competitors of recent years, Amfac, the Tacoma, Washington management has displayed their intent to stay strong in this nursery business. Although their 'flagship' Hines Nurseries, Inc. in Santa Ana, CA has been rather quiet the past year while a general management overhaul is underway, Weyerhaeuser has given the industry plenty to think about by recently buying out the distribution business of GardenAmerica giving them important established distribution centers throughout the area west of the Mississippi and in Florida. These former GardenAmerica distributors represent some of the strongest distributors in the lawn and garden business. Capel-Kiang, reputedly the largest single distributor of Ortho products in the U.S., has outlets in South San Francisco, Stockton, Carson, in California; Phoenix, AZ, Orlando and Pensacola in Florida. Marks & Thomas Wholesale, Inc. has units in Kent, WA and Clackamas, OR. Porter-Walton operates in Salt Lake City, UT, Albuquerque, NM and El Paso, TX. The giant Magnolia Seed, Hardware & Implement Co. has major outlets in Dallas, Houston, San Antonio, and Lubbock in Texas. This formidable line up has historically been in what we know in this trade as the 'hard' and/or 'soft' goods handling most everything other than 'green goods,' but

continued on page 44



DNS HEAD & ASSISTANT

Major Grower/Nursery Supplier
Eastern Long Island

As a division of Flower Time, Inc., we are supplier to a multi-million-dollar NYSE nursery/greenhouse/craft specialty retail chain that is positioned to become the first, national chain of its kind.

We have an immediate and growing need for experienced growers, possessing horticulture or related degrees, to assume crop management, operational, and supervisory responsibilities.

We currently provide 40% of the growing stock - indoor and outdoor plants, trees and shrubs - for 23 Flower Time Garden & Craft Centers strategically located in the metropolitan New York tri-state area. That number will increase to 120 during the next six years as Flower Time expands throughout the Northeast Corridor.

We must keep pace with high-volume production of tropical foliage, flowering crops, perennials and annuals and, maintain our superior quality control standards. To do so, we own and operate a 28-plus-acre growing range/greenhouse complex located on beautiful Great South Bay.

If you have a high level of commitment, motivation and dedication, and want high visibility in a great growth field, get acquainted with the Flower Time approach to the nursery and gardening industry. Offer salaries fully commensurate with experience, a full range of company-paid benefits, the leisure of Long Island and, easy access to all other islands... City Island, Shelter Island, Block Island, Manhattan!

For immediate consideration, please call, and forward your resume, to:

Director of Personnel
516/363-4437

DNS

Nursery Distributors
A DIVISION OF
FLOWER TIME

DNS

83 Maple Street

Blue Point (L.I.), NY 11715

An Equal Opportunity Employer M/F

For information circle 24 on the reply card

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COVER STORY

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what is to say that these outlets couldn't be very quickly converted to handling the 'green goods' production out of the Weyerhaeuser nursery operations spread throughout the country? It doesn't take much imagination to realize that the physical 'plants' are already there, the sales force is in place and the trade being sold is perhaps almost identical. Will it take too long to convert most of these distributors to Shemin type operations? We really don't think it would.

More Rumors

One unconfirmed rumor has it that Weyerhaeuser is already distributing a 'green goods' distributor having outlets in California and Texas the possibility of a joint venture arrangement. Again, confirming our prediction that it may not be too long until there will be a Shemin type setup west of the Mississippi River. Whether it develops as a combination of the GardenAmerica wholesalers or others, remains to be seen. However, the strong likelihood of a complete 'national' distribution system is rapidly mounting.

Another rumor that is bouncing around the trade these days is one which reaches over into another area of the business which is not strictly the 'green goods' market but nonetheless has broad implications for the lawn and garden industry. Are you ready for this? Probably not but we'll try it out for size anyway. For some time it has been rumored that Standard Oil of California (now officially to be known as Chevron since an official corporate name change earlier this year) would just as soon sell their Chevron Chemical division (Ortho brand products) to anyone interested with the right deal. The rationale has been that the oil company management feels that they can put their money to work at more profitable ventures closer to the oil business. Indications of Chevron's lack of interest in the lawn and garden field, and also in the agricultural chemical business for that matter, is the fact that they have not marketed a single new product since Orthene

was introduced nearly 10 years ago.

Back To Basics

With the background summarized let's move into some of the considerations as to what type of business does the horticultural distributor cater to. Who is most likely to buy from these outlets which sell everything from exterior landscape materials, to chemicals, to irrigation, to cut flowers, to foliage, to construction materials?

Well, probably not the mass merchandisers. The quantities they must buy and the low down prices they expect doesn't allow very much interest for the 'hort' distributor. Certainly a K-Mart doing some \$600 million a year through their lawn & garden departments, a Sears doing perhaps \$100 million nor a Wal-Mart running around \$75 million will be much interested in the growth of the 'hort' distributor. Only in an emergency would they need the service and be willing to pay the price.

So, where will the new distributor function in this business wind up? Just who may be their customer? How much of the general 'hort' supply market will there be for these established and 'new' outlets as they continue to spring up from east to west? To gain some handle on just how much business potential there will be for this new breed of wholesalers, we must do some extrapolating from basic industry figures we have gathered through our Brantwood Horticultural Research Division. We feel sure this analysis will be interesting to all of us.

When one includes all the various segments of this environment horticultural business it is a massive and impressive business. It is far greater than most industry analysts aware. At consumer level prices this business with all its facets racks up an annual dollar volume well in excess of \$50 billion. And when we include everything, from consumer purchase of green goods from garden centers to maintenance of golf courses and commercial office complexes. We will not at this point delineate the elements of dollar volume for the entire industry; but will, instead, stick just to the lawn & garden

segment which is the purpose of this particular discussion.

We will get the best picture of the 'green goods' volumes and rather saving off that base for the determination of who will we see serviced through the 'hort' distributor. We know from our NURSERY BUSINESS Grower '100' Report, which we have done annually for the past five years, that the dollar volume at retail for 'green goods' is somewhere in the range of \$7.5 billion. We know from the 1982 Census of Business that for businesses which report their primary business as the retail nursery business some \$3.1 billion. The retail business with payrolls (by comparison with the 'mom & pop' outlets) do 90% of that volume. If we assume that the 'mom & pop' operations may be the best customers for the 'hort' distributor and along with the local landscape contractors make up the best customer base for this new distribution business, we would probably not be too far off in our projections as to the dollar volume we might see develop throughout the country. Sure, some of the retailers with a payroll will do business with the 'hort' distributor. Because of convenience and quick service on hand to get items, it would probably be safe to estimate that with good merchandising on the part of the distributor some 20% of that volume (\$3.1 billion) would migrate to the distributor. Taking all factors into consideration, we will estimate that the volume of business in 'green goods' potential at present market prices would be around \$2.5 billion. That's just on the 'green goods' and will become a much larger figure when all the other 'hard goods' potentials are added. We estimate overall the dollar volume for this new phase of our industry could easily run to \$9 to \$10 billion.

Variations On The Theory
We have mentioned and talked about Shemin and Weyerhaeuser and their early entry into this market place and conjectured what may be down the road for this pioneer in 'hort' distribution. There is much, much more to mention. It is estimated that all told there may very well be some 400 to 500

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COVER STORY

Distribution from page 44

wholesale 'hort' distributors throughout the country. This is a figure we have not been able to confirm nor have we tried to do so at this point in time. Although we do track many elements of this business with our NURSERY BUSINESS '100' Reports and our INTERIORSCAPE '25' Reports, we have not as yet taken a national survey on the separate 'wholesale' or 'distribution' business (as we feel this type of function should best be handled). Perhaps a run-down of some of these typical operations will be of interest.

Imperial Nurseries, Inc.
Wholesale yards at Aston, PA and Westbury, CT
Green Goods Only
Ferrucci Bros. Nurseries
Wholesale yard at Newfield, NJ
Green Goods/Supplies
Robert Baker Companies
Wholesale yards (8) at West Suffield, CT; Schenectady, NY; White River Junction, VT; Medford, NJ; Victor, NY
Green Goods/Supplies
Carolina Nurseries
Wholesale yard at Moncks Corner, SC
Green Goods/Supplies
Agrotech Distribution, Inc.
Wholesale yards at Whittier, CA; Dallas, TX; Opening San Francisco early '86
Foliage/Supplies
Holmes Gardens, Inc.
Wholesale yards at Ft. Lauderdale and Tampa, FL; Tulsa, OK
Green Goods/Supplies
Lenco Wholesale Nurseries
Wholesale yards (5) at Dallas, Austin, Lubbock, Ft. Worth, TX
Green Goods/Supplies
Nortex Wholesale Nursery
Wholesale yard at Dallas, TX
Green Goods/Supplies
Half Hollow Nursery
Wholesale yard at Dix Hills, NY
Green Goods
Russell Nursery
Wholesale yard at Holbrook, NY
Green Goods
Blue Grass Farms
Wholesale yard at Anderson, IN
Green Goods/Sid

Skills Greenhouses
Wholesale yards at Falmouth and Brunswick, ME
Green Goods/Sid/Supplies
Scarff's Nursery, Inc.
Wholesale yards at Centerville and New Carlisle, OH
Green Goods/Supplies
East Haven Landscape Product
Wholesale yard at East Haven, CT
Green Goods/Supplies/Sid
Thornton Wilson, Inc.
Wholesale yards at New Carlisle, OH
Green Goods
Corpus Christi Growers, Inc.
Wholesale yard at Corpus Christi, TX
Green Goods
Minnesota Valley Wholesale, Inc.
Wholesale yard at Shakopee, MN
Green Goods/Supplies
English Gardens
Facilities at West Bloomfield and Dearborn, MI
Offer 25% off everything in stock at retail stores

American Wholesale Nurseries
Wholesale yard at Granada Hills, CA
Green Goods/Supplies
Frost Gardens
Wholesale yard at Flint, MI
Green Goods
This listing is merely a sampling of typical 'hort' distributors about the country. In areas where many nurseries are in close proximity to use sales outlets such as California, Florida and Texas there tends to be less progress in the growth of the 'one stop' service supply center.

NURSERY BUSINESS and **Brantwood Horticultural Research** will welcome information regarding other wholesale/distribution centers. Please send names of businesses and owner/manager along with mailing information and phone number for our use in conducting a survey of this segment of the wholesale business. (*Brantwood Horticultural Research Division, Northwood Plaza Station, Clearwater, FL 34619-0360*)

The 'hort' distribution facility is one of the most significant developments in the lawn/garden/landscape field. It is big business offering big opportunities! □

"We are Florida irrigation professionals.."

Imperial NURSERIES

PLEASE NOTE THE LISTING OF IMPERIAL NURSERIES IS IN - CORRECT BY LISTING GREENHOUSES ONLY (SHOULD BE GREENHOUSES & SUPPLIES)

how

Sheraton - Twin Towers/Orlando
6500 E. Lake Loop Rd./Winter Haven, FL 33800/813 224-2146.
For information circle 23 on the reply card

OCTOBER 1985 NURSERY BUSINESS-GROWER EDITION 57



BALTIMORE COUNTY
DEPARTMENT OF TRAFFIC ENGINEERING
TOWSON, MARYLAND 21204
494-3350

ARNOLD JABLON
ZONING COMMISSIONER

JAN M. H. JUNG
DEPUTY ZONING COMMISSIONER

February 11, 1986

John B. Howard, Esquire
Cook, Howard, Downes & Tracy
210 Allegheny Avenue
P. O. Box 5517
Towson, Maryland 21204

RE: Hearing Date
Culbro Corporation
Petition for Special Hearing
Item No. 233

Dear Mr. Howard:

Our records indicate that your petition request will be scheduled in the next group of petitions. In all probability, the hearing date will fall within the last two weeks of March. In order to keep pace with the hearing caseload, hearings have been increased from four cases two days a week to five cases three days a week. Since you have not requested a specific day, your case may be scheduled on either Monday, Tuesday, or Wednesday. You should receive a specific date within the next week. Thank you for your patience in this matter.

In reviewing your case file, I could not help but notice that the file is devoid of any information except the request for approval of a "wholesale nursery products distribution center as a matter of right in a M-2 zone." In order that this case can be reviewed by myself, other County agencies, and interested citizens, it is normal to include information relative to the minimum or maximum size of the buildings or property; the nature of the operation, i.e., will all items be stored inside or will there be outdoor storage and/or growing areas similar to Watsons Garden Shop, Hechingers, or Franks Nurseries, etc.

If you have any further questions, please do not hesitate to call me.

Very truly yours,

James E. Dyer
JAMES E. DYER
Zoning Supervisor

JED:nr



BALTIMORE COUNTY
DEPARTMENT OF TRAFFIC ENGINEERING
TOWSON, MARYLAND 21204
494-3350

STEPHEN E. COLLINS
DIRECTOR

January 16, 1986

Mr. Arnold Jablon
Zoning Commissioner
County Office Building
Towson, Maryland 21204

Item No. -ZAC- Meeting of December 24, 1985
Property Owner:
Location:
Existing Zoning:
Proposed Zoning:

Acres:
District:

Dear Mr. Jablon:

The Department of Traffic Engineering has no comments for items numbered 231, 232, 233, 234, 235, and 236.

Michael S. Flanagan
Michael S. Flanagan
Traffic Engineer Associate II

MSF/blid

BALTIMORE COUNTY DEPARTMENT OF HEALTH

Zoning Commissioner
Office of Planning and Zoning
County Office Building
Towson, Maryland 21204

Zoning Item # 233, Zoning Advisory Committee Meeting of Dec. 24, 1985

Property Owner: Culbro Corporation

Location: Anywhere in Baltimore Co. District _____

Water Supply _____ Sewage Disposal _____

COMMENTS ARE AS FOLLOWS:

- () Prior to approval of a Building Permit for construction, renovation and/or installation of equipment for any existing or proposed food service facility, complete plans and specifications must be submitted to the Plans Review Section, Environmental Support Services, for final review and approval.
- () Prior to new installation of fuel burning equipment, the owner should contact the Division of Air Pollution Control, 494-3775, to obtain requirements for such installation before work begins.
- () A permit to construct from the Division of Air Pollution Control is required for such items as spray paint processes, underground gasoline storage tanks (5,000 gallons or more) and any other equipment or process which exhausts into the atmosphere.
- () A permit to construct from the Division of Air Pollution Control is required for any charbroiler operation which has a total cooking surface area of five (5) square feet or more.
- () Prior to approval of a Building Permit Application for renovations to existing or construction of new health care facilities, complete plans and specifications of the building, food service area and type of equipment to be used for the food service operation must be submitted to the Plans Review and Approval Section, Division of Engineering and Maintenance, State Department of Health and Mental Hygiene for review and approval.
- () Prior to any new construction or substantial alteration of public swimming pool, wading pool, bathhouse, saunas, whirlpools, hot tubs, water and sewerage facilities or other appurtenances pertaining to health and safety; two (2) copies of plans and specifications must be submitted to the Baltimore County Department of Health for review and approval. For more complete information, contact the Recreational Hygiene Section, Division of Environmental Support Services.
- () Prior to approval for a nursery school, owner or applicant must comply with all Baltimore County regulations. For more complete information, contact the Division of Maternal and Child Health.
- () If lubrication work and oil changes are performed at this location, the method providing for the elimination of waste oil must be in accordance with Water Resources Administration requirements.

SS 20 1082 (1)

1/6/86
Date

Zoning Item # 233, Zoning Advisory Committee Meeting of Dec. 24, 1985
Page 2

- () Prior to razing of existing structure/s, petitioner must contact the Division of Water Quality and Waste Management at 494-3768, regarding removal and/or disposal of potentially hazardous materials and solid wastes.
- () Any abandoned underground storage tanks containing gasoline, waste oil, solvents, etc., must have the contents removed by a licensed hauler and either be removed from the property or properly backfilled. Prior to removal or abandonment, owner must contact the Division of Water Quality and Waste Management at 494-3768.
- () Soil percolation tests (have been/must be) conducted.
{ } The results are valid until _____
Soil percolation test results have expired. Petitioner should contact the Division of Environmental Support Services to determine whether additional tests are required.
- () Where water wells are to be used as a source of water supply, a well meeting the minimum Baltimore County Standards must be drilled.
- () In accordance with Section 13-117 of the Baltimore County Code, the water well yield test shall be valid until _____
{ } is not acceptable and must be retested. This must be accomplished prior to conveyance of property and approval of Building Permit Applications.
- () Prior to occupancy approval, the potability of the water supply must be verified by collection of bacteriological and chemical water samples.
- () If submission of plans to the County Review Group is required, a Hydrogeological Study and an Environmental Effects Report must be submitted.
- (x) Others Information provided is not sufficient to make comment.

Jan J. Furesey
Jan J. Furesey, Director
BUREAU OF ENVIRONMENTAL SERVICES

SS 20 1283 (2) R

BALTIMORE COUNTY, MARYLAND

INTER-OFFICE CORRESPONDENCE

Arnold Jablon

TO: Zoning Commissioner

Date: March 10, 1986

FROM: Norman E. Gerber, AICP, Director
Office of Planning and Zoning

SUBJECT: Zoning Petitions No. 86-367-SpH, 86-364-SpH, 86-366-SpH, 86-368-SpH and 86-369-SpH

In view of the subject of these petitions, this office offers no comment.

Norman E. Gerber
Norman E. Gerber, AICP
Director

NEG:JCH:alm

BALTIMORE COUNTY ZONING PLANS ADVISORY COMMITTEE
February 26, 1986

COUNTY OFFICE BLDG.
111 W. Chesapeake Ave.
Towson, Maryland 21204

John B. Howard, Esquire
210 Allegheny Avenue
Towson, Maryland 21204

RE: Item No. 233 - Case No. 86-364-SPH
Petitioner - Culbro Corporation
Special Hearing Petition

Dear Mr. Howard:

The Zoning Plans Advisory Committee has reviewed the plans submitted with the above-referenced petition. The following comments are not intended to indicate the appropriateness of the zoning action requested, but to assure that all parties are made aware of plans or problems with regard to the development plans that may have a bearing on this case. The Director of Planning may file a written report with the Zoning Commissioner with recommendations as to the suitability of the requested zoning.

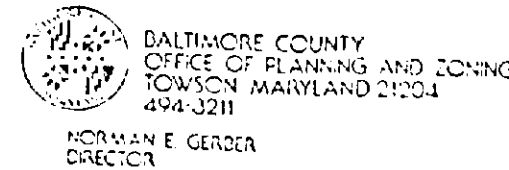
Enclosed are all comments submitted from the members of the Committee at this time that offer or request information on your petition. If similar comments from the remaining members are received, I will forward them to you. Otherwise, any comment that is not informative will be placed in the hearing file. This petition was accepted for filing on the date of the enclosed filing certificate and a hearing scheduled accordingly.

Very truly yours,

James E. Dyer
JAMES E. DYER
Chairman
Zoning Plans Advisory Committee

JED:mr

Enclosures



Mr. Arnold Jablon
Zoning Commissioner
County Office Building
Towson, Maryland 21204

MARCH 3, 1986

Re: Zoning Advisory Meeting of DECEMBER 24, 1985
Item # 233
Petitioner: Culbro Corporation
Location: ANYWHERE IN BALTIMORE COUNTY

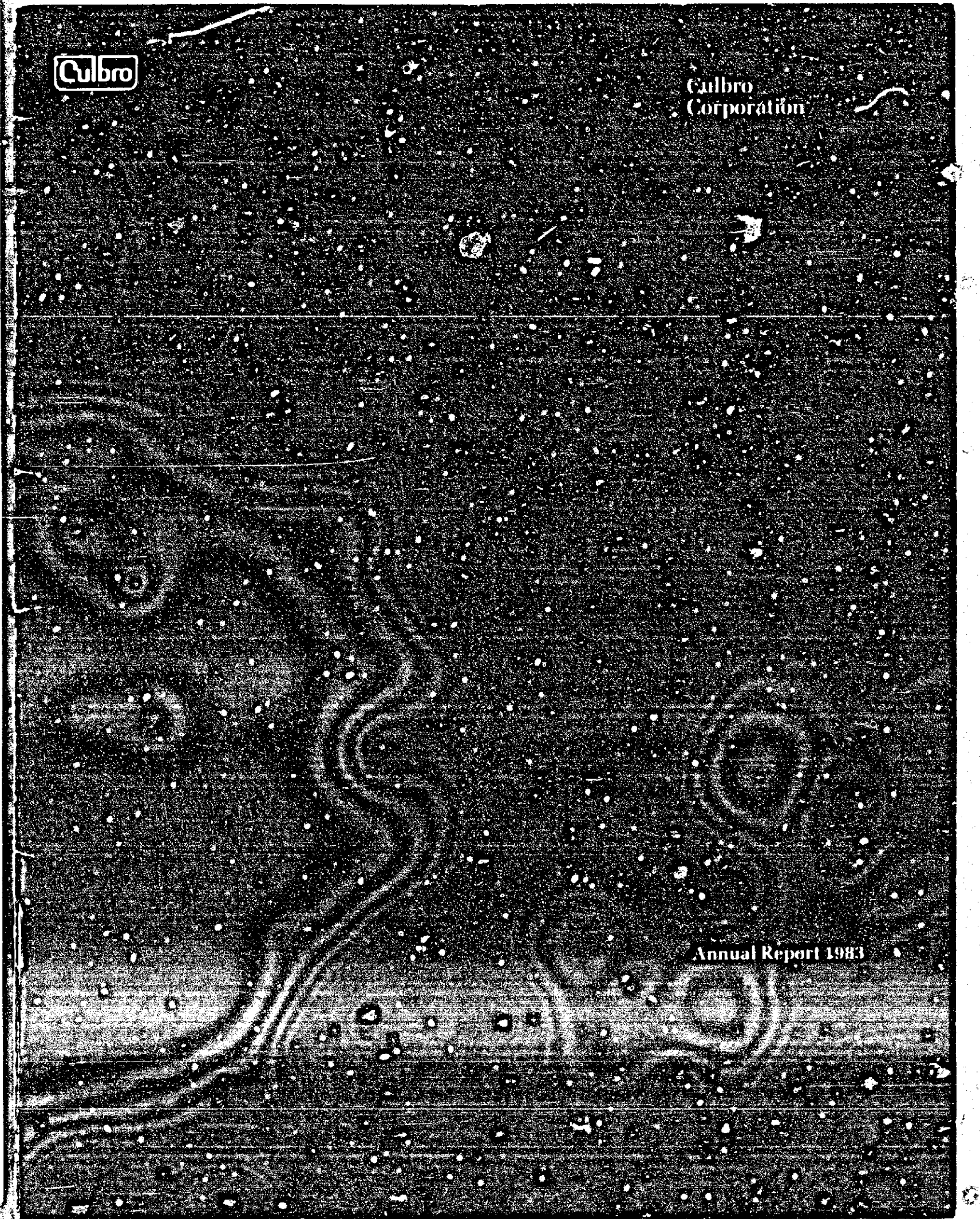
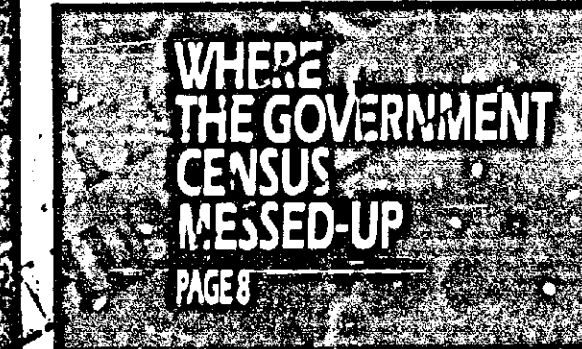
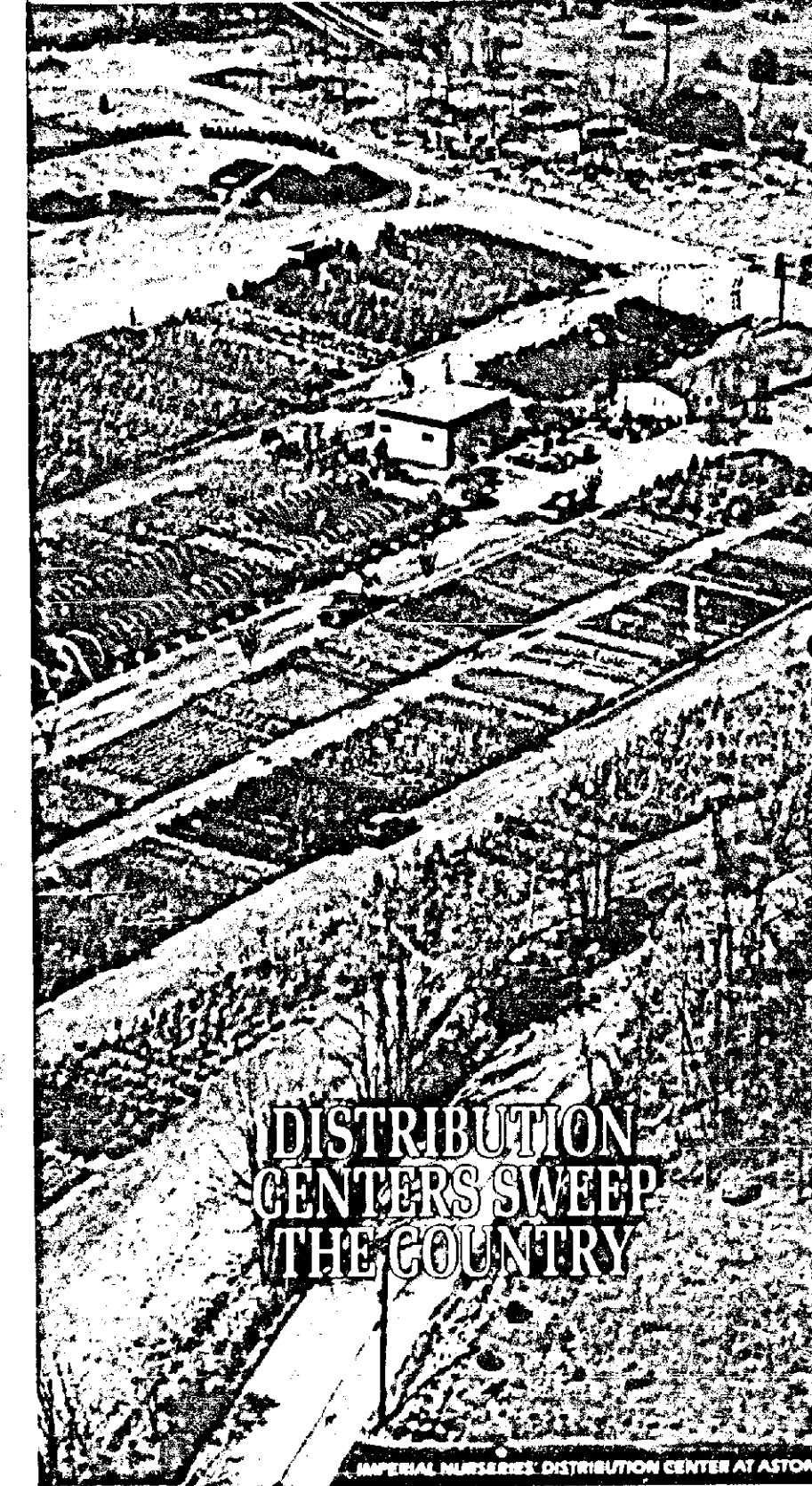
Dear Mr. Jablon:

The Division of Current Planning and Development has reviewed the subject petition and offers the following comments. The items checked below are applicable.

- ☒ There are no site planning factors requiring comment.
- ☒ A County Review Group Meeting is required.
- ☒ A County Review Group meeting was held and the minutes will be forwarded by the Bureau of Public Services.
- ☒ This site is part of a larger tract; therefore it is defined as a subdivision. The plan must show the entire tract.
- ☒ No record plat will be required and must be recorded prior to issuance of a building permit.
- ☒ The access is not satisfactory.
- ☒ The circulation on this site is not satisfactory.
- ☒ The parking arrangement is not satisfactory.
- ☒ Parking calculations must be shown on the plan.
- ☒ This property contains soils which are defined as wetlands, and development on these soils is prohibited.
- ☒ Construction in or alteration of the floodplain is prohibited under the provisions of Section 22-58 of the Development Regulations.
- ☒ Development of this site may constitute a potential conflict with the Baltimore County Master Plan.
- ☒ The amended Development Plan was approved by the Planning Board on _____.
- ☒ Landscaping: Must comply with Baltimore County Landscape Manual.
- ☒ The property is located in a deficient service area as defined by Bill 178-79. No building permit may be issued until a Reserve Capacity Use Certificate has been issued. The deficient service is _____.
- ☒ The property is located in a traffic area controlling by a "D" level intersection as defined by Bill 178-79, and its conditions change traffic capacity may become more limited. The Basic Services Areas are re-evaluated annually by the County Council.
- ☐ Additional comments: _____

CC: James Howell
Eugene A. Boser
Chair, Current Planning and Development

WINTER 1985-1986 GROWER EDITION
NURSERY BUSINESS



CERTIFICATE OF PUBLICATION

PETITION FOR SPECIAL HEARING

LOCATION: No Particular Location
DATE AND TIME: Monday, March 24, 1986, at 11:15 A.M.
PUBLIC HEARING: Room 106, County Office Building, 111 W. Chesapeake Avenue, Towson, Maryland

The Zoning Commissioner of Baltimore County, by authority of the Zoning Act and Regulations of Baltimore County, will hold a public hearing on the Petition for Special Hearing to determine whether a wholesale nursery and related products distribution center is permitted as a matter of right in the M.L. Zone.

The Petition being filed by the Culbro Corporation.
In the event that this Petition(s) is granted, a building permit may be issued within the 180-day appeal period. The Zoning Commissioner will, however, continue to receive the use of the site of said permit during this period for good cause shown. Such request must be received in writing by the date of the hearing set above or made at the hearing.

By Order Of
ARNOLD JABLON,
Zoning Commissioner
of Baltimore County
Mar. 6.

TOWSON, MD., March 6, 1986

THIS IS TO CERTIFY, that the annexed advertisement was published in THE JEFFERSONIAN, a weekly newspaper printed and published in Towson, Baltimore County, Md., appearing on March 6, 1986.

THE JEFFERSONIAN,

18 Venetian

Publisher

Cost of Advertising

22.00

86-364-SPH

Case No. 86-364-SPH

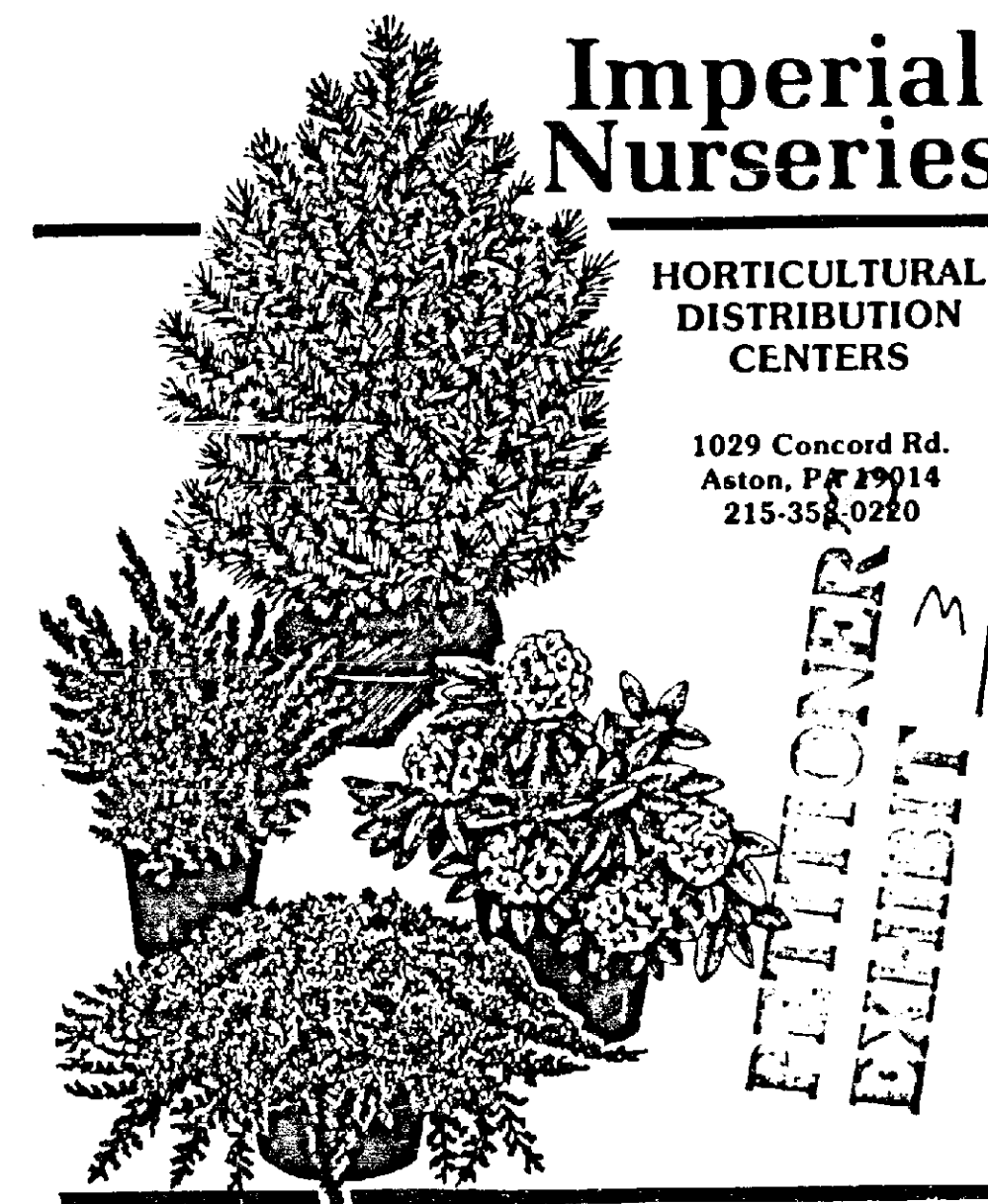
BALTIMORE COUNTY OFFICE OF PLANNING & ZONING

County Office Building
111 W. Chesapeake Avenue
Towson, Maryland 21204

Your petition has been received and accepted for filing this 19th day of February, 1986.

Petitioner: Culbro Corporation
Petitioner's Attorney: John B. Howard, Esquire

Received by: *James E. Dyer*
ARNOLD JABLON
Zoning Commissioner
Chairman, Zoning Plans Advisory Committee



Price List Spring 1986

Prices Valid Through June 30, 1986

SOUTHERN

RAILWAY (EAST BOUND TRACK)

TO ALEXANDRIA

TO NOKESVILLE

VACANT
ZONED M-2

OSBORN S. & K. M. BELT
D.B. 751, PG. 506

ZONED M-2

CITY OF MANASSAS PARK
SIGNAL HILL PARCEL

N/F HARLEY & VERA C. KLINE, ET. AL.

N/F DAVID M. CURTIN, TRUSTEE

PARCEL B
TOTAL AREA
15.0996 ACRES
D.B. 664, PG. 171
ZONED I-2

PARCEL A
E. A. & M. R. GRIFFITH
D.B. 664, PG. 171
WHOLESALE LUMBER
ZONED I-2

PAVEMENT WIDENING DETAIL
SCALE: 1"=10'

IMPERIAL'S
EXISTING

- GENERAL NOTES:
1. ALL CONSTRUCTION SHALL CONFORM TO CURRENT CITY OF MANASSAS AND/OR VDOT STANDARDS & SPECIFICATIONS UNLESS OTHERWISE NOTED.
 2. TRASH RECEPTICAL IS TO BE SCREENED.
 3. SITE AREA = 15.0996 ACRES ZONED I-2
CITY AREA = 10.3700 ACRES
COUNTY AREA = 4.7296 ACRES
 4. PARKING
12 EMPLOYEES - 1 SPACE PER 2 EMPLOYEES PROVIDED
6 VISITORS
PARKING REQUIRED = 12
PARKING PROVIDED = 24 SPACES INCLUDING 1 HANDICAPPED SPACE
ALL SPACES 10'x20'
 5. FIRE HYDRANT TO BE COLOR CODED IN ACCORDANCE WITH THE CITY OF MANASSAS
FIRE MARSHALL'S OFFICE SPECIFICATIONS.
 6. USE WHOLESALE NURSERY SALES
 7. SITE ADDRESS - 8303 QUARRY ROAD

UTILITY NOTE:

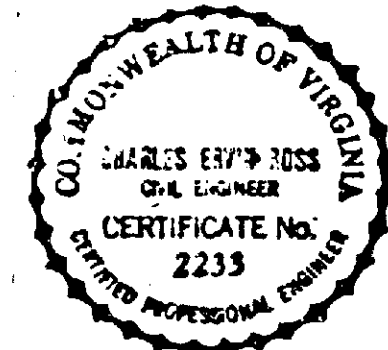
ROSS, FRANCE & RATLIFF, LTD. DOES NOT CERTIFY TO THE LOCATION OR EXISTENCE OF ANY UNDERGROUND UTILITIES. THE UNDERGROUND UTILITIES SHOWN ARE FROM AVAILABLE RECORDS. THIS DOES NOT CONSTITUTE A GUARANTEE OF THEIR ACTUAL LOCATION OR THAT THEY HAVE BEEN SHOWN. THE CONTRACTOR SHALL BE RESPONSIBLE FOR THE DIGGING OF TEST HOLES PRIOR TO THE BEGINNING ANY CONSTRUCTION. THESE TEST HOLES WILL BE MADE TO VERIFY ALL CROSSINGS BETWEEN NEW AND EXISTING FACILITIES AND AT CRITICAL GRADE CHANGES. IF CONDITIONS ARE FOUND IN THE FIELD WHICH ARE MATERIALLY DIFFERENT FROM THE PLANS, THE CONTRACTOR SHALL NOTIFY ROSS, FRANCE & RATLIFF, LTD. AND APPROPRIATE REVISIONS WILL BE MADE TO THE PLANS.

CURVE TABLE					
NO.	RADIUS	DELTA	ARC	TANGENT	CHORD BEARING
1	350.00'	14°20'30"	87.61'	44.03'	87.38'

LEGEND

EXISTING GROUND CONTOURS
EXISTING GRADE CONTOURS
EXISTING SPOT ELEVATION
FINISHED GRADE SPOT ELEVATION

IPS - IRON PIPE SET
IPF - IRON PIPE FOUND



PROPOSED SANITARY SEWER
BY RODGERS
OFFSITE EASEMENT
RECORDED IN
D.B. 1320, PG. 1350

QUARRY ROAD - VA. STATE ROUTE 669

TYPICAL SECTION "D-D"

TYPICAL SECTION "A"

TYPICAL SECTION "B"

TYPICAL SECTION "C"